

MARTIN APPARATUS, INC.

3500 Shelby Lane
Denton, TX 76207



March 18, 2010

Chief Borchardt
Frisco Fire Department
8601 Gary Burns Dr.
Frisco, Texas 75034

Re: Proposal for One (1) Pierce Velocity 100' Aluminum Platform

Martin Apparatus, Inc., the licensed and authorized dealer for Pierce Manufacturing Inc. in the State of Texas and is pleased to provide the following proposal. This proposal, EP300197-218, is based on the accompanying proposal specifications, which are tailored to meet your needs. The proposal pricing is based on current HGAC (Houston Galveston Area Council) and includes the fees associated with a HGAC or a BUYBOARD purchase.

One (1) new Pierce Velocity Aluminum Platform
\$1,209,074.00

Prepayment discounts are available for Chassis, Aerial and full prepayment

The proposal pricing includes the delivery cost from Appleton, Wisconsin. Travel expenses for 3 of your personnel to our factory for preconstruction and final inspection are included in this proposal.

Delivery time for the proposed unit will be within **12 months** from the date of order which will be the date that a Purchase Order is received by Martin Apparatus Inc.

This proposal is valid for **45** days from the above date.

Tax is not included in this proposal. In the event that the purchasing organization is not exempt from Sales Taxes or any other applicable taxes and/or the proposed apparatus does not qualify for exempt status, it is the duty of the purchasing organization to pay any and all taxes due.

Payment is due to Martin Apparatus Inc. upon acceptance of the apparatus at the factory. Payment must be remitted to:

Payment Mailing Address

*Martin Apparatus Inc.,
P.O. Box 975262
Dallas, TX 75397-5262*

Payment Wiring Information

*JP Morgan Chase Bank, N.A.
Dallas, TX 75201
Account # 724367016
Routing #: 111000614
26-1557803 Fed Tax ID*

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Any changes to the original specification will be invoiced or credited as a separate transaction from the original proposal. A late fee of .033% per day will be charged for overdue payments for the first 30 days and a fee of .044% per day thereafter.

In the event that the purchase order is cancelled or terminated before completion, Martin Apparatus Inc. may charge a cancellation fee. The following charge schedule based on costs incurred may be applied:

- (a) 10% of the Purchase Price after order is accepted and entered by Pierce;
- (b) 20% of the Purchase Price after completion of the approval drawings, and;
- (c) 30% of the Purchase Price upon any material requisition.

The cancellation fee will increase accordingly as costs are incurred as the order progresses through engineering and into manufacturing. Martin Apparatus Inc. endeavors to mitigate any such costs through the sale of such product to another purchaser; however, the customer shall remain liable for the difference between the purchase price and, if applicable, the sale price obtained by Martin Apparatus Inc. upon sale of the product to another purchaser, plus any costs incurred by Martin Apparatus Inc. to conduct any such sale."

In an effort to ensure that the above stated terms and conditions are understood and adhered to, Martin Apparatus Inc. requires that an authorized individual from the purchasing organization sign and date this proposal cover letter and include it with any purchase orders or contracts. In the event that the purchasing organization has regulations or procedures that do not coincide with the terms and conditions of this proposal, any and all deviations must be submitted to Martin Apparatus Inc. for written approval. An authorized representative of Martin Apparatus Inc. must agree to each and every deviation, in writing, via an amended copy of this proposal cover letter which will then, in turn, require a dated signature from the purchasing organization.

Sincerely,

Jeffrey A. Doran

Jeffrey A. Doran

General Manager - Sales

I, _____, representing **Frisco Fire Department**, desire to purchase the equipment listed on this proposal cover letter and agree to the terms of this proposal.

Signature

Date